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Abigail Clay

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Business Development Expert

Senior Business Development & Proposal Manager

Linkedin

Conta

20 Years of experience

Professional Bio:

Abigail Clay is a proposal Manager with 20+ years of experience securing multimillion-dollar contracts, leading high-performing proposal teams, and driving business development strategy in federal and multilateral donor environments. With a proven ability to develop winning proposals, ensuring compliance with RFP requirements, pricing structures, and technical specifications. Expertise in managing full-cycle proposal development, including strategy, competitive positioning, and collaboration with cross-functional teams. Strong track record of managing proposal teams and coordinating highly technical, business development, and procurement specialists to ensure alignment with strict budgets, deliverable milestones, and proposal

Skills & Expertise:

Proposal Writing; Agriculture & Food Security; Strategic Planning; Monitoring, Evaluation, and Learning (MEL); Global Health

Sectors of Work:

International Development

Languages Spoken:

English, Spanish

timelines. She is adept at synthesizing technical information, managing multiple bids simultaneously, and leveraging CRM tools like Salesforce for pipeline tracking and proposal execution. Skilled in balancing cost, scope, and schedule constraints while maintaining compliance and ensuring proposals meet both corporate strategy and customer/donor requirements.

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